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CANNON BUILDING
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DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, May 2, 2013 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
 - 1.1 Welcome New Public Member, Michael Rushe
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – April 4, 2013
- 3.0 Unfinished Business
 - 3.1 Continued Discussion Regarding Hosting an Informational Workshop for Course Providers
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Benson
 - 4.2 Review of Negative Course Provider Evaluations
 - 4.3 Review of Course Provider Applications
 - 4.3.1 Course Provider: Sterling Education Services
 - 4.3.1.1 Course Title: Landlord-Tenant Law
 - Credit Hours: 8.0
 - Module: 2 and 7
 - 4.3.2 Course Provider: 360training.com, Inc.

4.3.2.1 Course Title: Bad Loans – Predatory and Fraud
Credit Hours: 3.0
Module: 2

4.3.2.2 Course Title: Qualifying Buyer and Property
Credit Hours: 3.0
Module: 2

4.3.2.3 Course Title: Community Ethics
Credit Hours: 3.0
Module: 2

4.3.3 Course Provider: Ward & Taylor, LLC

4.3.3.1 Course Title: Understanding the Agreement of Sales
Credit Hours: 6.0
Module: 3 and/or 7

*4.3.4 Course Provider: Cogent Building Diagnostics

4.3.4.1 Course Title: Hot Topics
Credit Hours: 3.0
Module: 7

*4.3.5 Course Provider: Long & Foster Institute of Real Estate

4.3.5.1 Course Title: Negotiating Workshop
Credit Hours: 3.0
Module: 7

4.3.5.2 Course Title: Helping Seller Clients Make Better Decisions
Credit Hours: 3.0
Module: 7

4.3.5.3 Course Title: FHA 203K Renovation Loans
Credit Hours: 3.0
Module: 7

4.3.5.4 Course Title: How to Have a Smooth Settlement
Credit Hours: 3.0
Module: 7

4.3.5.5 Course Title: Understanding Addenda & When to Use
Credit Hours: 3.0
Modules: 2 and/or 7

4.3.5.6 Course Title: FHA Foreclosures
Credit Hours: 3.0
Module: 7

4.3.5.7 Course Title: Tax Implications for Buyers and Sellers of Real Estate
Credit Hours: 1
Module: 7

4.3.5.8 Course Title: Assisting the Internet Customer

Credit Hours: 1

Module: 7

4.3.5.9 Course Title: Using the Tax Deferred Exchange

Credit Hours: 1

Module: 7

4.3.5.10 Course Title: How to Sell a Short Sale

Credit Hours: 3.0

Module: 7

4.3.5.11 Course Title: Delaware Statewide Agreement of Sale

Credit Hours: 3.0

Module: 3

4.3.5.12 Course Title: NAR Quadrennial Code of Ethics

Credit Hours: 3.0

Module: 2

4.3.5.13 Course Title: Breaking Communication Barriers

Credit Hours: 3.0

Module: 7

*4.3.6 Course Provider: Association of Realtors School

4.3.6.1 Course Title: Accredited Luxury Home Specialist (ALHS)

Credit Hours: 6.0

Modules: 6 and 7

4.3.6.2 Course Title: How to Structure a Lease Purchase

Credit Hours: 6.0

Modules: 6 and 7

4.3.6.3 Course Title: Property Management & Managing Risk

Credit Hours: 6.0

Modules: 6 and 7

4.3.6.4 Course Title: Qualifying a Seller to Sell

Credit Hours: 3.0

Module: 7

4.3.6.5 Course Title: Stucco

Credit Hours: 3.0

Module: 7

4.3.6.6 Course Title: Sustainable Housing and Building Green

Credit Hours: 3.0

Module: 7

4.3.6.7 Course Title: Taxation of Residential Real Estate

Credit Hours: 3.0

Module: 7

4.3.6.8 Course Title: 1031 Tax Deferred Exchanges
Credit Hours: 3.0
Module: 7

*4.3.7 Course Provider: New Castle County Board of Realtors

4.3.7.1 Course Title: Agency & Fair Housing: A Professional Double Hitter
Credit Hours: 3.0
Module: 1

4.3.7.2 Course Title: Professional Standards – The Agony, Ecstasy & Ethics of Co-Broking
Credit Hours: 3.0
Module: 2

4.3.7.3 Course Title: Understanding the Agreement of Sale
Credit Hours: 3.0
Module: 3

4.3.7.4 Course Title: Office Management – Broker Responsibilities, Risk Reductions and Forms
Credit Hours: 3.0
Module: 4

4.3.7.5 Course Title: Legislative Issues
Credit Hours: 3.0
Module: 5

4.3.7.6 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 6

4.3.7.7 Course Title: Selling Fannie Mae and Foreclosed Homes
Credit Hours: 3.0
Module: 7

4.4 Review of Instructor Applications

4.4.1 Eric Braunstein
Continuing Education: Modules 1 - 6

4.4.2 Raymond Kyle
Continuing Education: New Licensee Modules 1-4; Modules 1 – 6; Module 7 – Negotiation;
Record Keeping; Technology; Sales Communication

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Mathematics

4.4.3 Julianne Murray
Continuing Education: Module 3

4.4.4 Jennifer Zelvin

Continuing Education: New Licensee Module 1; Module 2

4.4.5 Carol Burns

Continuing Education: New Licensee Modules 1 – 4; Modules 1-4, Module 6; Module 7 – Buyer Mastery; Seller Mastery; Upcalls; Short Sale & Foreclosures; Listing Presentation; REO's; Diagram of New Home Sales; Camp 4-4-3

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

4.4.6 Meaghan Hudson

Pre-Licensing Course: Real Estate Law

4.4.7 John Takacs

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Buyer Mastery; Seller Mastery; Camp 4-4-3; Do Not Call; Upcalls; Short Sales

and Foreclosures; Listing Presentations; REO's; Diagram of New Home Sales; You Pay You Stay, You Don't You Won't

Pre-Licensing Course

Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course

Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

4.4.8 J. Frank Peter

Continuing Education: Module 7 – Building Performance/Maintenance; Building Evaluations and Defects; Building Health/Mold/Safety; Indoor Air Quality/ Energy Efficiency; Stucco/ Stone, Other Veneers; Green Construction/Building Design

Pre-Licensing Course: Orientation

Broker's Course: Legal & Governmental Aspects of Real Estate

4.4.9 Matthew Ward

Continuing Education: Module 5

*4.4.10 Arlene Benton

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Short Sales

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

4.5 Review of Student Requests for Approval of Continuing Education Activities

- 4.5.1 Student Name: George Beer
Course Title: Fair Housing: Risk Management & Landlords, Property Managers and Housing
Course Provider: Housing Opportunities of Northern Delaware Inc.
Credit Hours: 3.0
Module: 1
- 4.5.2 Student Name: Laura Nilsen
Course Title: Fair Housing: Risk Management & Landlords, Property Managers and Housing
Course Provider: Housing Opportunities of Northern Delaware Inc.
Credit Hours: 3.0
Module: 1
- *4.5.3 Student Name: Cindy Benjamin
Course Title: Seller Representation (Newly Licensed Salesperson Module 3)
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Module: 3

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – June 6, 2013

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.